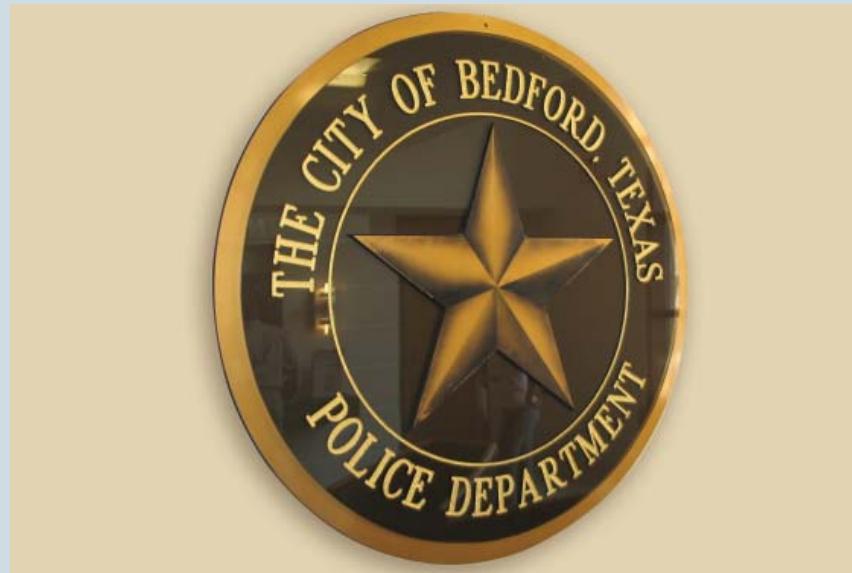


Siemens Provides Sustainability in City of Bedford

The City of Bedford is conveniently located in the heart of the Dallas / Fort Worth Metroplex. With a population of over 50,000, the city boasts a motto that "Life is Better in Bedford" because it provides a friendly, small-town feel while also providing easy access to major sporting events, museums, a national airport, and many other larger city amenities available in its surrounding areas.

Siemens Building Technologies, Inc. began a relationship in 2003 with the City of Bedford by winning a new construction project bid for a law enforcement center. Siemens installed an APOGEE energy management system and soon began providing small mechanical and automation services under TSP contract to that facility. Chad Nobles, Account Executive for Siemens Texas, headed this installation and service contract and further developed his relationship with the municipality by introducing energy savings through performance contracting. Nobles explains, "We took the time to explain the concept of sustainability early into our relationship with City of Bedford. The city needed to find a way to continuously provide all of the services today well into the future without raising costs and burdening the taxpayers."

Late in 2004 when faced with inadequate funding for aging infrastructures and much needed improvements, the benefits offered by a performance contract became essential. Although the concept seemed implausible to the Deputy City Manager, Beverly Queen, and her staff, they turned to Siemens to help balance their budget. According to Queen, "The energy savings offered by Siemens allowed the City of Bedford to justify spending one million dollars



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on facility maintenance because it emphasized a return on investment versus a perceived expense. I have recommended the program to finance directors in different municipalities and one of the only downfalls of the energy savings program is that it sounds too good to be true, but I explain that it truly works."

The Siemens team, led by Nobles, performed an energy audit for all city facilities, including parks and traffic signals. Based on the results of these findings, the Siemens team was able to recommend several energy conservation measures and facility improvement opportunities. Team members such as Vincent Turner, Mechanical Services Manager, took the time to explain the energy savings to the customers and help them work through their problems and meet their particular needs.

An initial performance contract was signed on May 25, 2005 and included citywide upgrades and retrofits to traffic signals, interior and exterior lighting, water fixtures, HVAC equipment, emergency shelter generator



backup, roofing, and the implementation of building automation and energy management systems. Siemens provided turnkey engineering and construction (design-build), and performance assurance services as well as operations support. The benefits include improved comfort, single source accountability, and improved life cycle of HVAC equipment along with the guaranteed energy savings.



Based on the success of the initial performance contract, the City of Bedford signed a change order to implement phase two for additional HVAC upgrades and achieve further savings. The total project costs are \$1,221,073.00 with guaranteed annual savings of approximately \$150,000 over 10 years. Additionally, the State Energy Conservation Office and the Texas Energy Partnership recognized the City of Bedford with an award for their outstanding achievement in energy efficiency and air quality improvement in the state of Texas as well as the ability to meet the requirements of Senate Bill 5.

Michael Griffith, Facility Manager for the City of Bedford, described the relationship with Siemens as a partnership. He explains, "Instead of originally just servicing one building, Siemens recognized our need for a full-blown performance contract, and we are 100 percent satisfied with the project and Siemens' professionalism. We can count on them to understand and meet our needs, so they feel less like a contractor and more like a partner."